April 17, 1996

IBM
Software Strategy

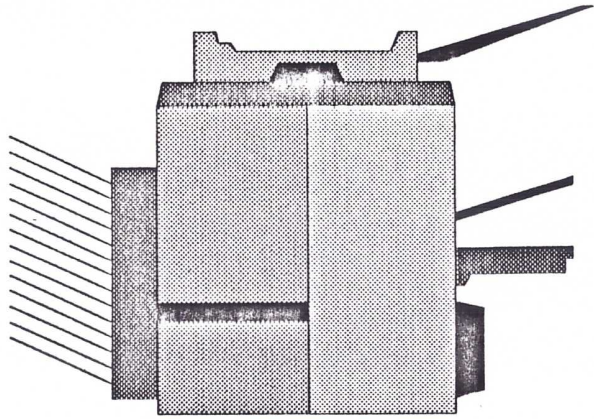**John A. Soyring**
IBM Software

soyring@austin.vnet.ibm.com

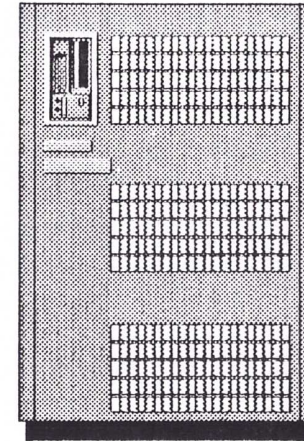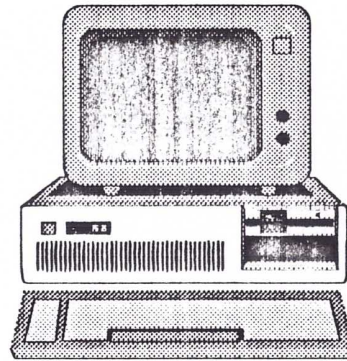# Five Key Technologies
(for future product releases)

o **Cross Platform**

o **Network Centric Computing**

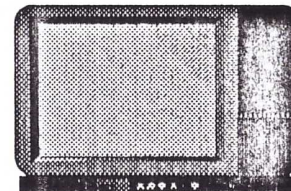o **Human Centered Computing**

o **Object Oriented Programming**
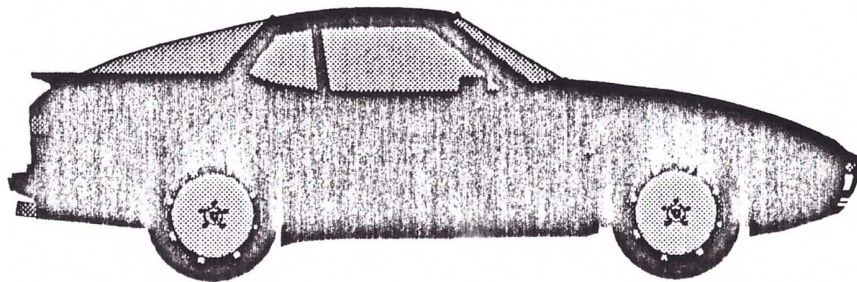
o **Investment Protection**
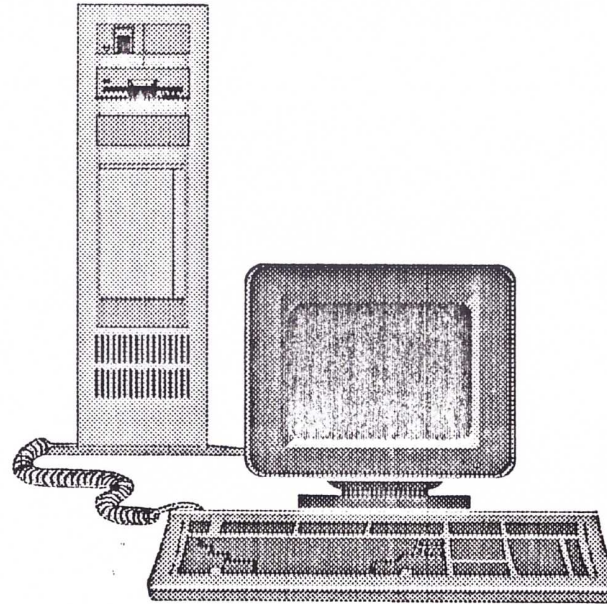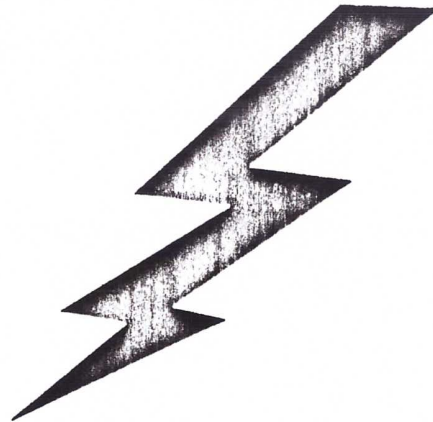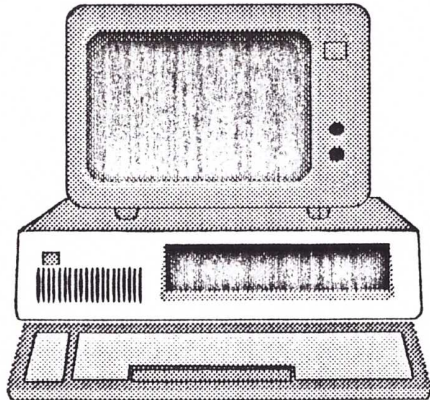
Cross Platform

PowerPC

Intel

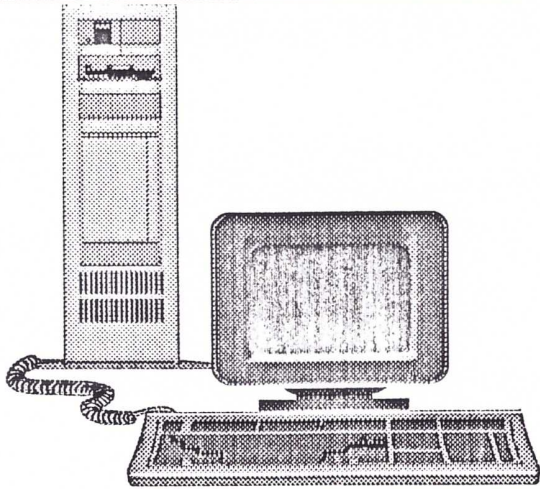**Other RISC**

Network Centric Computing

Today
o LAN
o WAN

Open Blueprint
-- Internet/Notes
-- DCE
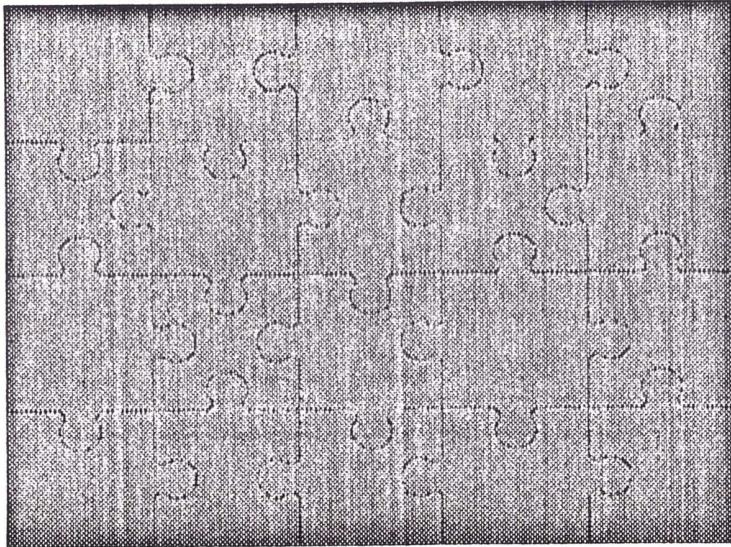-- SystemView
-- EAGLE
-- ... much more

Human Centered

o **Speech Recognition**
o **Multimedia**
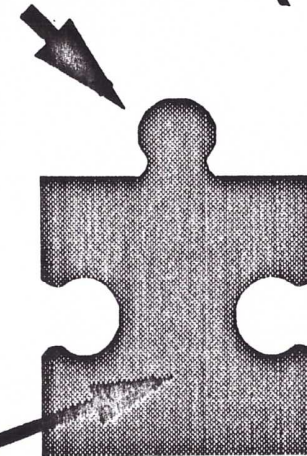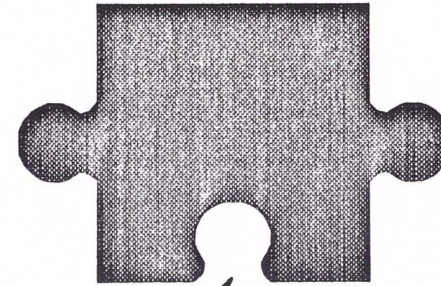o **Handwriting Recognition**
o **Agents**
o **Object-Oriented GUI**

Object Oriented

VisualAge Tools

Object Services (OMG)

IBM Open Class

Investment Protection

o **Applications**
  - **OS/2**
  - **DOS & Windows**
  - **AIX (Spec 1170, XPG4)**
  - **OS/400**
  - **MVS**

o **Networks**

o **User Skills**

IBM Software Strategy

- Scalability & Portability
- Distributed Computing
- Object-Oriented Technology
- Human Centric Technology
- Investment Protection

OPEN

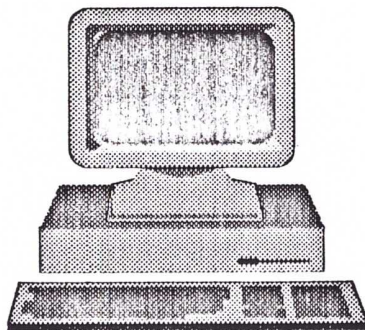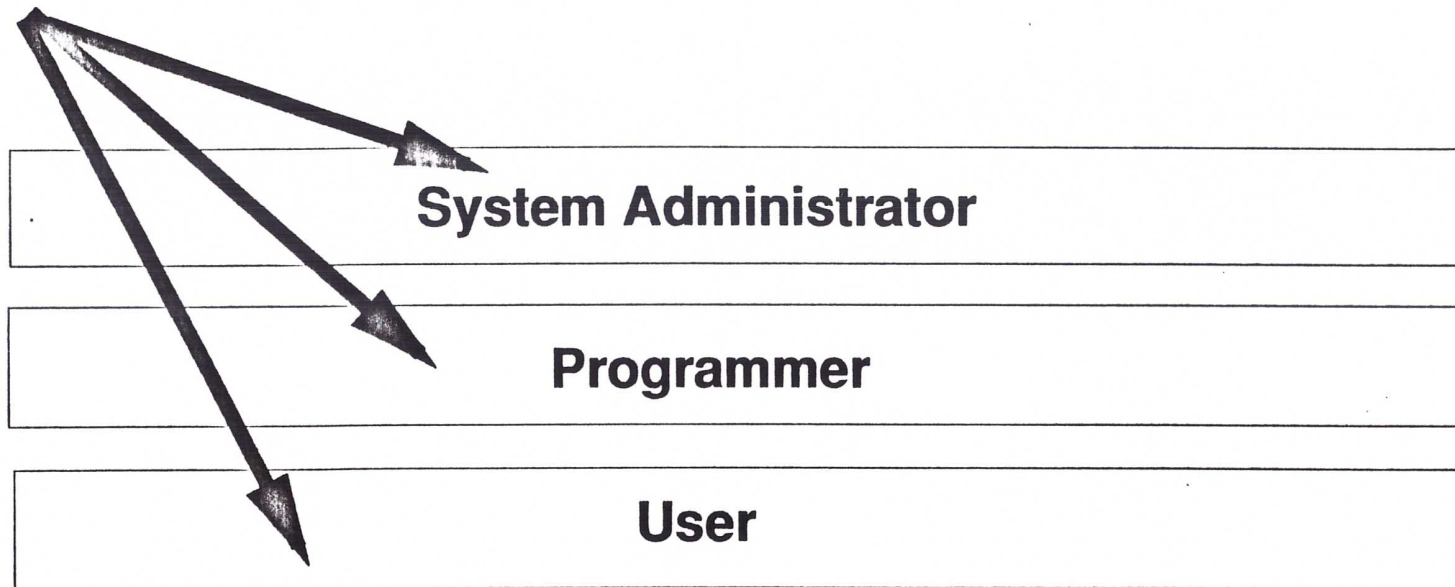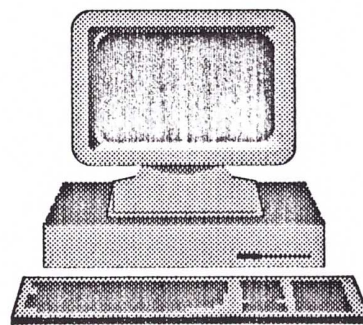# * Client/Server Solutions

** 13 Industries
** Many, many Partners

IBM Software Product Strategy

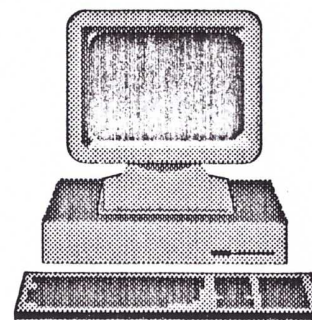## 5 Key Technologies

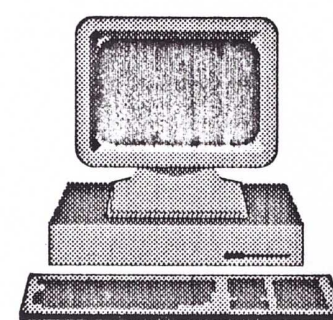| System Administrator |
| Programmer |
| User |

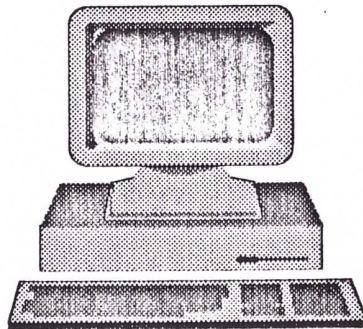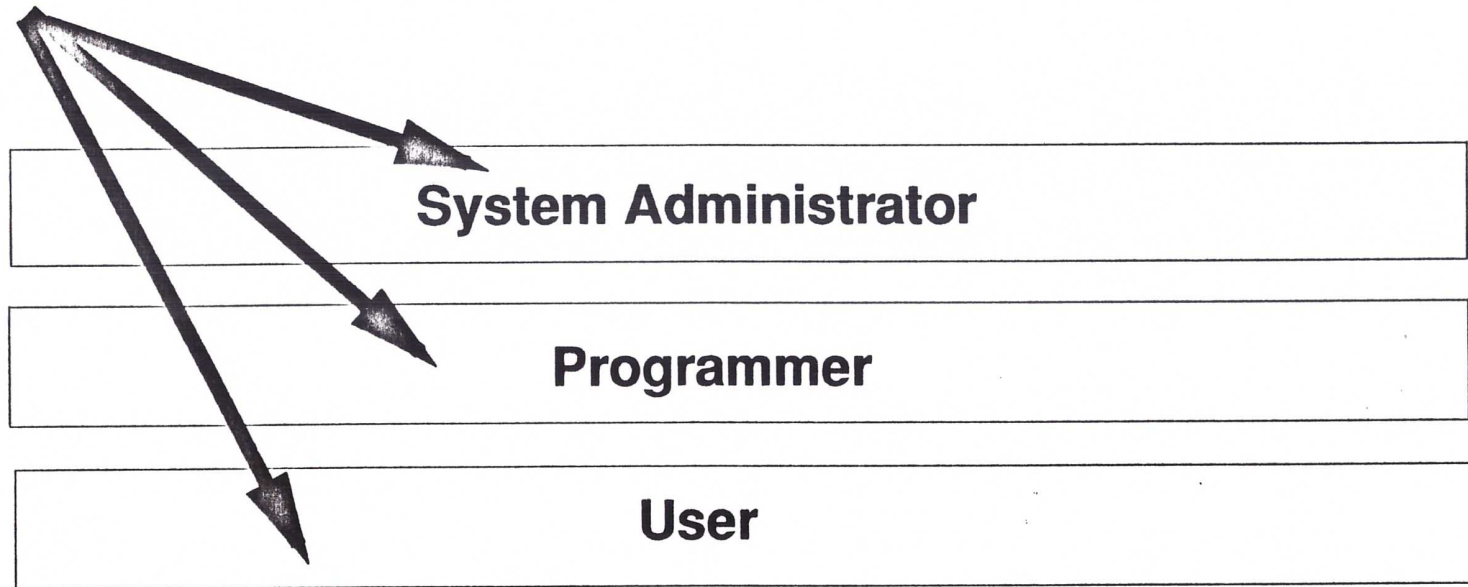PC DOS   OS/2 Warp   AIX   OS/2 Warp Server

IBM Software Product Strategy
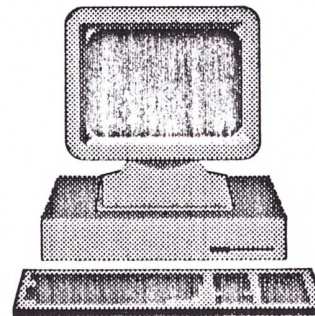
5 Key Technologies

System Administrator

Programmer

User
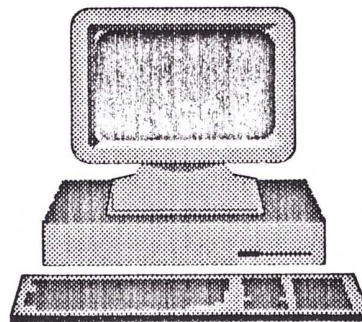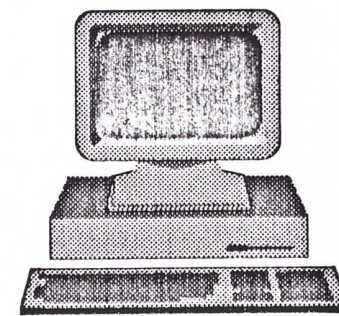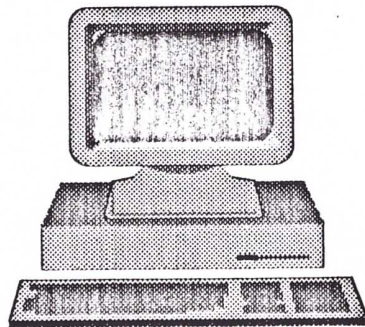
OS/400   OS/390   Competitors' Systems
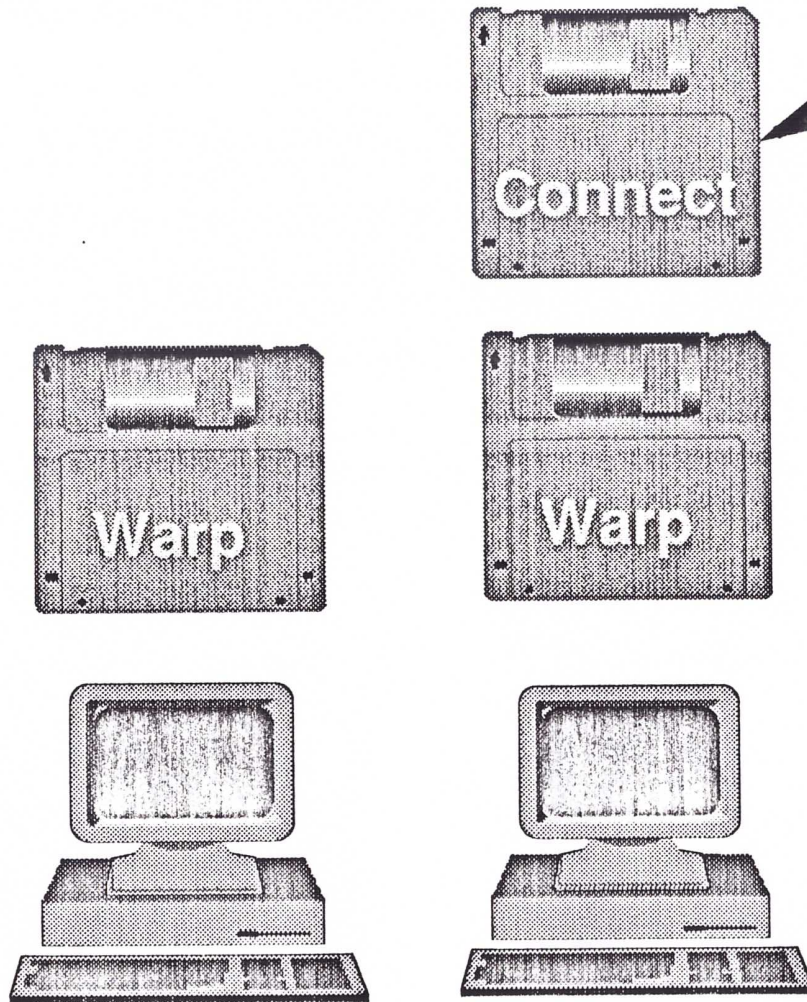(Windows, Solaris, HP/UX, etc)

OS/2 Warp Family

(Intel-based)

o **Award Winning Software for Running:**

- -- **DOS Applications**
- -- **Windows Applications**
- -- **32-bit OS/2 Applications**

o **Plus ... 12 Full-function Applications**

- -- **Wordprocessor, Spreadsheet, etc.**
- -- **Information Superhighway**

o **Two Editions**

- -- **Works with Microsoft Windows 3.x**
- -- **Includes IBM Win-OS/2**

OS/2 Warp

OS/2 Warp Family

(Intel-based)

o   **OS/2 Warp plus ...**
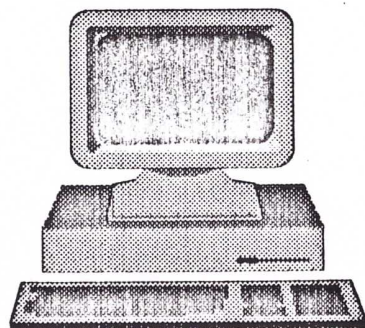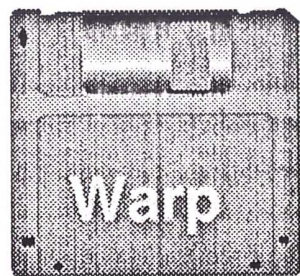
Connectivity Software

-- LAN Server Client
-- Netware Client
-- Lotus Notes Express
-- LAN Distance Client
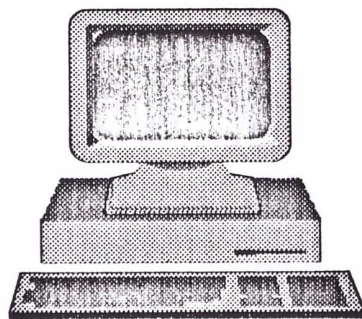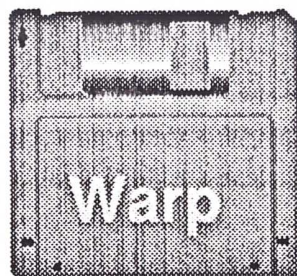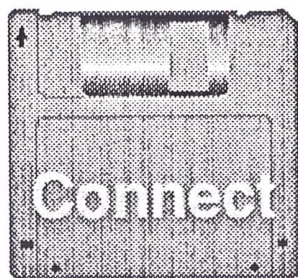-- Peer Networking

o   **Two Editions** (Red and Blue)

OS/2 Warp

OS/2 Warp Connect

OS/2 Warp Family

(Intel-based)

"MERLIN"

o **OS/2 Warp Connect plus ...**

Enhanced User Interface

Connectivity from UI
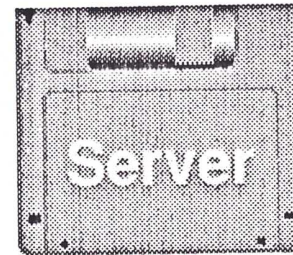
Security

**Support for More Apps
-- Windows API's**
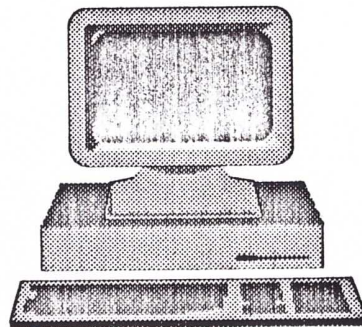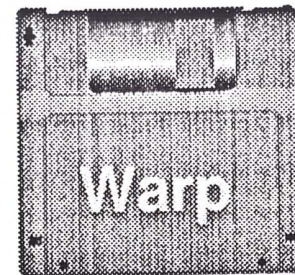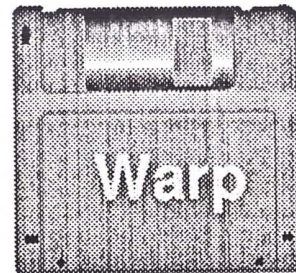
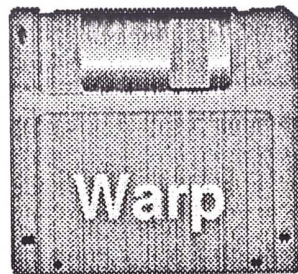**Performance Improvements**

2H96 Availability

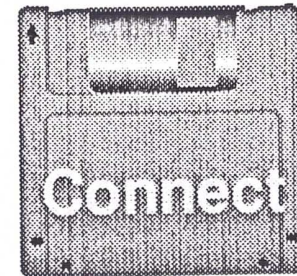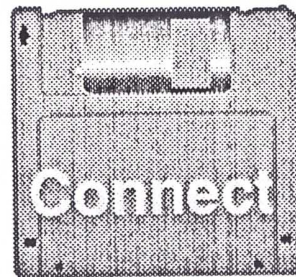**OS/2 Warp**

**OS/2 Warp
Connect**

OS/2 Warp Family

(Intel-based)

Server Software

o **LAN Server 4.0+**

o **LAN Distance Gateway**

o **Management Tools**
- -- Remote Mgmt
- -- Asset Mgmt
- -- Data Backup & Recovery
- -- Adanced Print

o **SMP Support** (3Q

o **February 26, 199 Availability**

OS/2 Warp
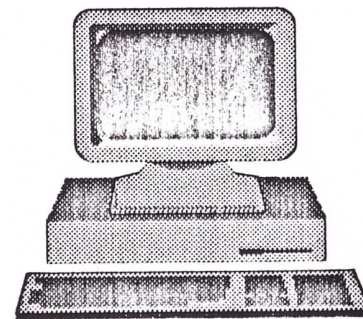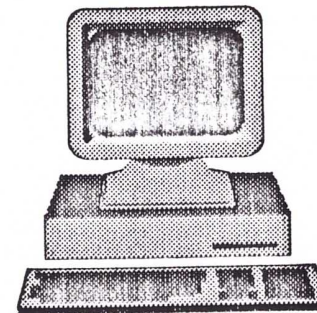
OS/2 Warp Connect

OS/2 Warp Server

OS/2 Warp Family

Microkernel-based

Server

Connect   Connect   Connect

Warp   Warp   Warp   Warp
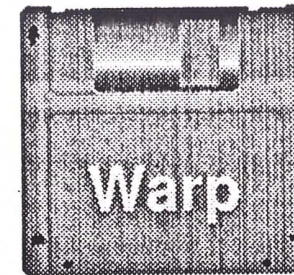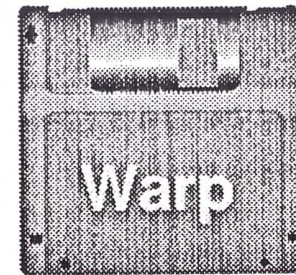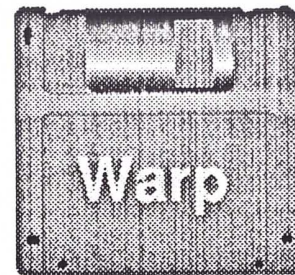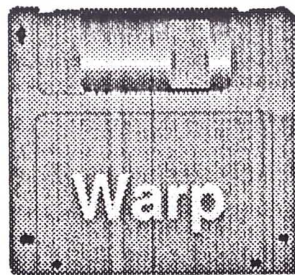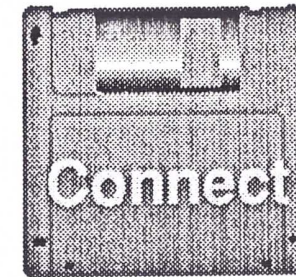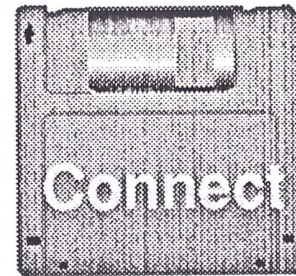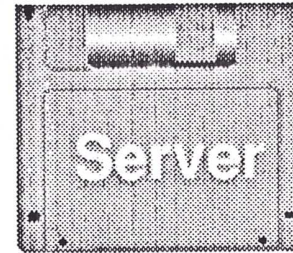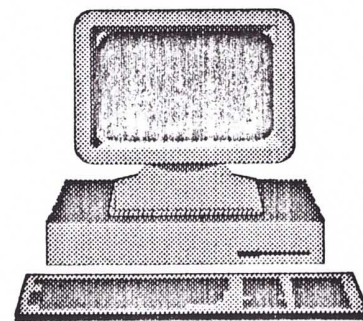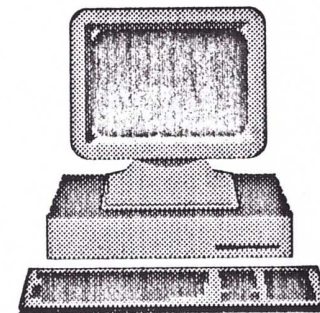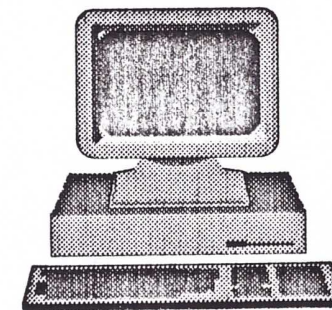
OS/2 Warp   **OS/2 Warp Connect**   **OS/2 Warp Server**   **OS/2 Warp (PowerPC Edition)**

IBM Software Servers
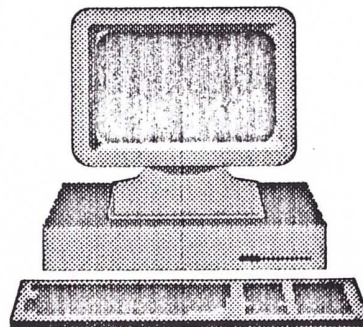
Database   Communications   Notes   Internet   Transaction   Directory & Security   Systems Mgmt

OS/2 Warp   AIX   Windows NT
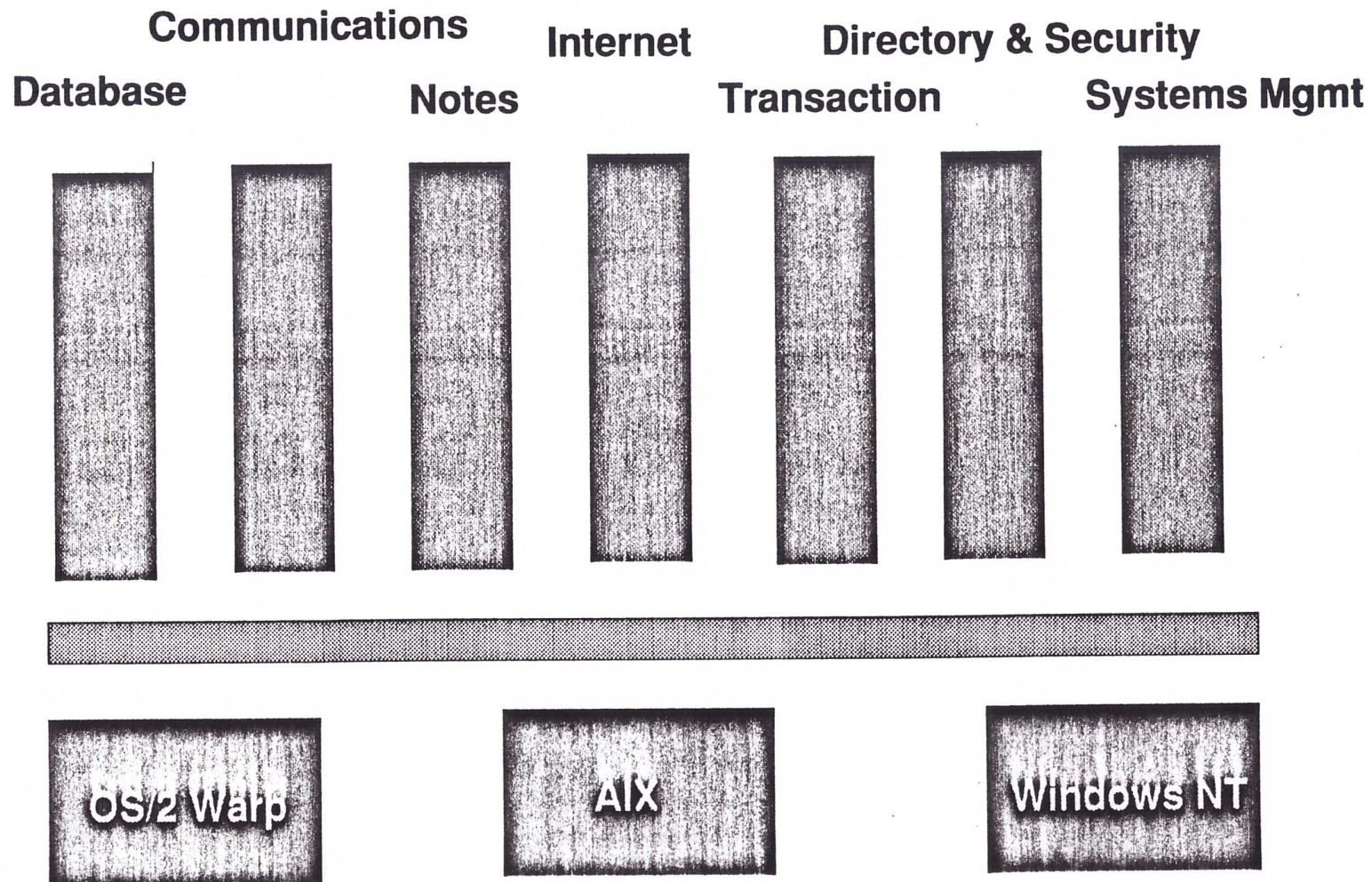
- **Growing Application Support**
  - More than 2500 OS/2 Applications
  - Enhanced Developer Support
- **Important New Applications**
  - IBM Application Divisions
  - Lotus Notes, cc:Mail and SmartSuite
  - Oracle Workgroup 2000
  - Sybase products
  - Star Division
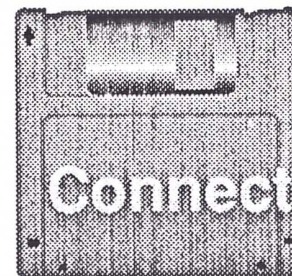 - ICL/Fujitsu
  - Apple (QuickTime)
  - Btrieve
  - ... Many More

IBM and Lotus Development Corp.

o **Quick Merger**

o **Quick Product Strategy Decision**

   -- **Lotus Notes**
   -- **cc:Mail**
   -- **SmartSuite**
      -- **WordPro**
      -- **1-2-3**
      -- **Approach**
      -- **Freelance**
      -- **Organizer**

o **Commitment to Open and Cross Platform Support**

Growing PC Manufacturer Support

- More than 300 OEM Contracts
- More than 2000 Devices Supported

Newly Announced OEM Support

- IBM PC Company
- NEC
- Toshiba
- Hewlett Packard
- Compaq Servers
- Vobis
- ICL/Fujitsu
- Siemens Nixdorf
- Unisys
- ... Many More

- **Strong Acceptance Worldwide**
  - 13+ Million OS/2 Licenses (32-bit)
  - 300+ PC Manufacturers
  - 200 "Compatible" OEM Companies
  - 2000+ Device Drivers
  - Growing ISV Support
  - Authors, Educators, etc.
- **Long-term IBM Commitment**
  - Technology Development
  - Marketing and Sales Programs